



MEMORANDUM

TO: Debbie Smith - Philip Morris USA

cc: Pat Barnett

FROM: David Mears *DM (ae)*

Bob Bulis

Tom Caplan

Greg Canose

SUBJECT: Coleman Flashlight Promotion

DATE: September 13, 1993

Thank you for your interest in Coleman flashlight products. The following confirms pricing on the flashlight for your November 1993 promotion.

Model: #5390A908 2D Krypton Flashlight without Batteries
Quantity: 600,000 - 1,000,000
Terms: Net 30 days
Lead Time: 60 days upon receipt of purchase order. Must receive purchase order by Friday, September 17, 1993 to meet November 15, 1993 requested delivery date.
Customization: None. Standard Coleman product to be used.
Packaging: All product will be shipped to Philip Morris contract packager in bulk quantities.
Freight: Initial 400,000 units to be shipped from Kansas City, KS. Remaining 200,000 - 600,000 units to be shipped prepaid POE Los Angeles. Philip Morris responsible for all domestic ground freight.
Price: \$1.75 each without batteries
Optional: Two 2D Eveready or Panasonic Super Heavy Duty Batteries - add \$.70
75 w/o Batteries
1.45 w/ Batteries
NOTE: All batteries to be shipped bulk to contract packager. Coleman reserves the right to supply either Eveready or Panasonic Super Heavy Duty Batteries.

Samples of the flashlight will be sent under separate cover to your attention today. You should receive the samples by Tuesday morning, September 14, 1993.

Obviously, time is of the essence in receiving an order for the above flashlight. Coleman can deliver the initial 600,000 units by your requested date of November 15, 1993. The remaining 400,000 units can be delivered by December 31, 1993.

Thank you again for thinking of Coleman products. If you have any further questions or need additional product samples, please don't hesitate to let me know. I will follow-up with you later this week.

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